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Top 15 CHALLENGERS OF 2014-15

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The Top 15 Challengers of 2014-15



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SPML INFRA

“We act quickly on problems and ensure a detailed follow-up to meet commitments.”

- **Sushil Sethi Jain**, *Managing Director, SPML INFRA*

Established in 1978, SPML Infra is the only Indian company present across the entire value chain of the water cycle. It is focused on developing smart infrastructure for water supply and distribution, wastewater treatment, management and reuse, and sanitation, including solid waste management. Currently, the company is developing infrastructure projects worth Rs 60,000 million and provides drinking water facility to over 40 million Indians through various projects. In 2014-15, it received new orders worth about Rs 3,000 crore, including 24 x 7 water supply management projects for six cities in Karnataka. Enablers of this success have been speedy execution and completion of projects; advanced systems and processes; superior equipment; experienced engineers; reduced costs on overheads; faster procurement of materials; and integration of key departments.

“We act quickly on problems, drive for results, and ensure detailed follow-up so we meet our commitments,” says **Sushil Sethi Jain, Managing Director, SPML Infra**. “We have a focussed approach towards returns for us and our shareholders, and we avoid underbidding.” Going forward, the company has already begun execution on the first smart city in Madhya Pradesh; it will develop a smart city in Ujjain, called Vikram Udyogpuri. Part of the Delhi-Mumbai-Industrial-Corridor (DMIC), this ‘mini smart city’ will be the first-of-its-kind.

Particulars	Net Sales	PBDIT	Net Profit
FY15 (₹crore)	1,360.6	202.5	13.8
Growth % over FY14	30	24.6	185.5



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SUNIL HI TECH ENGINEERS

“Diversification using our core competencies of EPC business helped us grow.”

- **C Venkataramana**, *Director, SUNIL HI TECH ENGINEERS LTD*

A major EPC company, the story of Sunil Hi Tech Engineers Ltd (SHEL) is the transformation of a proprietary company into a growth giant with quality-led innovations for the power, construction and infrastructure industries. In 2014-15, SHEL strived to ensure fast-track execution, resulting in top-line growth of 15 per cent. In terms of bottom line, it looked inward and brought in financial discipline and manpower rationalisation, resulting in a 44 per cent increase in profit before tax, despite delayed payments from government clients.

“Diversification into areas using our core competencies of EPC business helped us grow,” says **C Venkataramana, Director, Sunil Hi Tech Engineers Ltd**. “Further, we have kept away from BOT projects and concentrated only on EPC and annuity projects from government agencies. In the power sector, we took orders only from government agencies such as BHEL and NTPC rather than private power producers who were not in great fiscal

health.” With the efforts of the past two years, the company has been able to shift its order book ratio in the power sector vs others from 100:0 to 75:25. Over the years, it plans to change this to 50:50 to overcome dependence on one sector and has already formed a subsidiary of infrastructure business with leading professionals from the sector.

Particulars	Net Sales	PBDIT	Net Profit
*FY15 (₹crore)	1,836.50	189	53.30
Growth % over FY14	17.03	16.7	82.5

*Consolidated figures

